



**GOVERNMENT OF KHYBER PAKHTUNKHWA**  
**PAKHTUNKHWA ENERGY DEVELOPMENT ORGANIZATION**  
**(PEDO)**



**TECHNICAL BID EVALUATION REPORT**

**FOR**

**DESIGN, MANUFACTURE, SUPPLY, INSTALLATION, TESTING & COMMISSIONING OF  
132 KV GAS INSULATED SWITCHGEAR (GIS) AND ASSOCIATED WORKS AT 17 MW  
RANOLIA HYDRO POWER PROJECT, KOHISTAN LOWER**

**(Single Stage Two Envelope)**

**PROJECT ID: RHPP-GIS-01**

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## 1. INTRODUCTION

Ranolia Hydropower Plant (35°02'44.5" N, 72°53'36.9" E) is a run-of-the-river type hydropower project with installed capacity of 17 MW located on Ranolia Khwar, a tributary of Dubair Khwar, District Kohistan of Khyber Pakhtunkhwa Province. The Hydropower plant has been constructed about 850 m upstream of Dubair Bazar which is 20 Kilometers North of Besham on main Karakorum Highway.

Since the completion of the commissioning tests on September 11, 2021, and notification of the Commercial Operation Date (COD) by the Central Power Purchase Agency (CPPA-G), Ranolia HPP remained in operation and supplied power to the National Grid on available discharge. However, the unprecedented flood of August 26, 2022, which played havoc with the infrastructure throughout the country, also devastated the entire valley along Ranolia Khwar and inflicted severe damages on various components of Ranolia HPP and thus, the plant is not available for operation since then. The devastating flood of August 2022 has damaged the Weir, Siphon, Access Road, Powerhouse (partial) and Switchyard structure of the 17 MW Ranolia Power plant built on Dubair Khwar, located in Lower Kohistan District of the Khyber Pakhtunkhwa Province.

## 2. SCOPE OF WORK

The existing AIS (Air Insulated Switchgear) at Ranolia HPP has most of its components either washed away or damaged by the devastating floods of August 2022. The Switchyard constructed on the downstream side of the powerhouse got damaged by the flood and a transformer (Transformer # 02) along with other electrical components were washed away. Two 220 kV steel towers located on the right bank of Dubair Khwar along with stringing works of about 01 km were also washed away. Other damaged/washed away components consist of, but not limited to, isolators, surge arrestor bays, breakers, 132 kV Busbars, isolators, and Bay panel boxes etc.

The scope of work covers the Design, Manufacture, Supply, Testing, Installation and Commissioning of 132 kV GIS (Gas Insulated Switchgear), Power transformer and associated works for 17 MW Ranolia Hydropower Plant. The scope also include replacement, restoration and refurbishment works of components of the installed system.

## 3. KEY FEATURES OF THIS PROCUREMENT

1	Employer	Pakhtunkhwa Energy Development Organization (PEDO)
2	Contract Description	"DESIGN, MANUFACTURE, SUPPLY, INSTALLATION, TESTING & COMMISSIONING OF 132 KV GAS INSULATED SWITCHGEAR (GIS) AND ASSOCIATED WORKS AT 17 MW RANOLIA HYDRO POWER PROJECT, KOHISTAN LOWER"
3	Method of Procurement	Single Stage Two Envelope (SSTE) Procedure
4	Financing	Asian Development Bank (ADB) through Access to Clean Energy Investment Program - ADB Loan No. 3476-PAK



#### 4. BIDDING DOCUMENTS USED

The bidding documents were prepared based on the Pakistan Engineering Council Standard Bidding Documents for EPC contracts.

#### 5. BIDDING PROCESS

The bidding process is tabulated below

1	Notice Inviting Tender	June 15, 2024 Published in National newspapers (the Daily; Mashriq, Intibah, Waqt, Al Jamiat-e-Sarhad, Peshawar and Express Tribune Islamabad), uploaded on KPPRA and PEDO website ( <b>Annexure-II</b> )
2	Pre-Bid Meeting	July 09, 2024 (1100 Hrs.)
3	Addendum-1 issue date	September 13, 2024
4	Latest date of bid submission	September 24, 2024 (1500 Hrs.)
5	Date & Time of Bid Opening	September 24, 2024 (1530 Hrs.)
6	No. of Bidding Document Purchased by bidder	Ten (10) i. Consortium-M/s CCCE Engineering Ltd (China), M/S Jiangsu Etern Co. Ltd (China) & M/S Al Hussain Traders & Engineers (Pvt) Ltd (Pakistan) ii. M/s Ghulam Rasool and Company (Pvt) Ltd iii. M/s SINOTEC Pvt. Ltd. iv. M/s Technicon Enterprises v. M/s Sarwar and Company Pvt. Ltd vi. M/s Green Industrial Solutions Pvt. Ltd. vii. M/s BK Electrical Pvt. Ltd. viii. M/s AAJSONS Pvt. Ltd ix. M/s Al-Fajr International Pvt. Ltd x. M/s Mushtaq Ali Govt. Contractors
7	Criteria for bid evaluation	As per attached at Appendix – 1 to Bid Data Sheet Eligibility & Qualification Criteria for Bidders

#### 6. PRE-BID MEETING

The Pre-bid meeting was held on July 09, 2024 at 11:00 AM under the chairmanship of Project Director Rehabilitation of Ranolia Hydropower Project in the committee room of PEDO House which was participated by the prospective bidders or their authorized representatives. The Minutes of Pre bid Meeting along with Addendum-1 was issued vide letter No. 716-19/PEDO/PD(RHPP)/GIS dated September 13, 2023. (**Annexure-III**)

#### 7. SUBMISSION OF BIDS

A total of Ten (10) bidders/firms purchased the bidding documents (**Annexure-IV**) before deadline for submission of Bids, i.e., 15:00 Hrs on September 24, 2024, however, only five (5) bidders submitted their bids.

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## 8. PROCUREMENT COMMITTEE

The following procurement committee has been notified vide notification No. 429-37/PD/RANOLIA HPP dated December 08, 2023, for managing all the procurement related processes, pertaining to the Rehabilitation & Restoration of Ranolia Hydropower Project, District Kohistan Lower.

1.	Project Director, Ranolia HPP, PEDO	Chairman
2.	Representative from (Procurement & Contracts), PEDO	Member
3.	Representative from (Planning & Development), PEDO	Member
4.	Representative from the Finance Directorate, PEDO	Member
5.	The Team Leader/Project Manager, Consultant RHPP (Optional)	Member
6.	Advisor E&M/O&M, PEDO	Co-Opt Member

## 9. BID OPENING AS PER IB. 22

The Procurement Committee opened the technical bids of all the five bidders on the bid submission date of September 24, 2024, at 1530 Hrs. in the main committee room of PEDO house, Phase-V, Hayatabad, Peshawar.

The procurement committee announced the bidder's name, bid validity and undertaking of the bidder regarding the enclosure of bid security in the financial bid. The envelopes and the bid submission letters were signed by the members of the committee. The bid opening proceedings are at **Annexure-V**.

The sealed financial bid was acknowledged, duly initialed by members of the Procurement Committee and handed over to PD (RHPP) for placing it in custody, in the office of CEO, PEDO as per standard procedure.

## 10. EXAMINATION OF ALL BIDS FOR CONFORMANCE TO IB 2 "ELIGIBLE BIDDERS", IB 9.1(g) "JV AGREEMENT", IB 15 "BID SECURITY", IB.23 "CLARIFICATION OF BIDS", & IB 26.2(c) "TECHNICAL EVALUATION"

### IB. 2 Eligible Bidders:

Pursuant to the Bidding Data Sheet IB 2 "Eligible Bidder" all the bidders have been scrutinized for the eligibility listed below.

- i. Duly licensed by Pakistan Engineering Council (PEC) in C-1 or above Category for Pakistani bidders. In the event, the bidder/JV becomes successful, the foreign bidder shall register himself with PEC in category "FC-1" before the award of the Contract.
- ii. All the local bidders, including those in JV shall be registered with the Federal Board of Revenue (FBR) and Khyber Pakhtunkhwa Revenue Authority (KPRA) and shall preferably have "Active" status as of the latest date for bid submission. In the case of registered firms with "In-Active" status, the firm must register itself prior to the issuance of LOA if their bid becomes successful. Failure to do so shall lead to the rejection of their bids.
- iii. Foreign Firms shall produce registration with FBR & KPRA before award of the Contract.



**IB. 9.1(g) JV Agreement:**

The Joint Venture Agreement shall be as per PEC format including schedules 1, 2, 3, & 4.

**IB. 15 Bid Security:**

All Bids must be accompanied by a Bid Security @ 2% of the Price Bid in PKR or an equivalent amount in a freely convertible currency.

*Note: The Bidder shall enclose the 2% Bid Security with its Financial/Price Bid and furnish undertaking with its Technical Bid stating that the same is enclosed.*

**IB.26 Detail Evaluation of the Bidder:**

The criteria for the Evaluation of the Technical Bid is based on the 'Evaluation & Qualification Criteria and Requirements', as outlined in Appendix-I to bid data sheet under IB.26.2 (c)..

Eligibility and Qualification Criteria				Compliance Requirements			Documentation
No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			Submission Requirements
				All Members Combined	Each Member	Lead Member	
I. Financial Situation and Performance							
1.1	Financial Capabilities	The Bidder shall demonstrate that it has access to, or has available, liquid assets, unencumbered real assets, project specific lines of credit, and other financial means (independent of any contractual advance payment) sufficient to meet the construction cash flow requirements estimated as PKR 600 Million for the subject contract net of the Bidder's other commitments.	Must meet requirement	Must meet requirement	N/A	Must meet 40 %, [Forty percent] of the requirement	Appendix B - Form B14(a) & Form B14(b)
1.2	Average Annual Turnover (AAT)	Minimum average annual construction turnover of PKR 1000 Million, calculated as total certified payments received for contracts in progress and/or completed within the last Five (05) years starting from 2018-19. Please attach audited financial statements since 2018-19.	Must meet requirement	Must meet requirement	Must meet 25 %, [Twenty Five percent] of the requirement.  The requirement is not applicable for Designer partner of the JV.	Must meet 40 %, [Forty percent] of the requirement	Appendix B - Form B3 & Form B-4  The audited balance sheets or, if not required by the laws of the Bidder's country, other financial statements acceptable to the Employer, for the last Five (5) Years shall be submitted and must demonstrate the current soundness of the Bidder's financial position and indicate its prospective long-term profitability.



2. Experience							
2.1	Specific Experience	<p>A minimum number of GIS (Gas Insulated Switchgear) contract(s) specific to the current procurement below, that have been satisfactorily and substantially<sup>1</sup> completed as a prime contractor, joint venture member<sup>2</sup>, management contractor or subcontractor during last Seven years commencing from 1<sup>st</sup> June 2017 and Application submission deadline:</p> <p>a. The bidder has Designed, Manufactured, Constructed, Supplied, Installed and Commissioned at least one 132 kV and above Gas Insulated Switchgear (GIS) with a minimum value of Pak Rupees 600 million or above, complete in all respect.</p> <p>b. The bidder shall have a minimum 10 years of experience in Manufacturing and Supply of 132 kV GIS with all auxiliary items (2014 to 2024) and demonstrated track record of success in the field for at least 5 years since 2019.</p>	<p>Must meet requirement<sup>3</sup></p> <p>The following qualification requirements can be met by the bidder or its proposed Specialized Sub-Contractor</p> <p>1. Designing</p> <p>2. Manufacturing</p>	<p>Must meet requirement<sup>3</sup></p> <p>The following qualification requirements can be met by the bidder or its proposed Specialized Sub-Contractor</p> <p>1. Designing</p> <p>2. Manufacturing</p>	N/A	N/A	<p>Form B12 (a) &amp; (b)</p> <p>Completion or Substantial<sup>1</sup> Completion certificate issued by the employers shall be attached as an evidence.</p>
2.2	General Experience	<p>A minimum number of experiences under construction contracts specified below that have been satisfactorily and substantially<sup>1</sup> completed as a prime contractor, joint venture member<sup>2</sup>, management contractor or subcontractor during last Ten years commencing from 1<sup>st</sup> June 2014 and Application submission deadline:</p> <ul style="list-style-type: none"> <li>The bidder has completed at least Two (02) No's general electrical projects with prominent national and international entities, including NTDCL, DISCOS, WAPDA, CPPAG, PEDO etc."</li> </ul>	<p>Must meet requirement<sup>3</sup></p>	<p>Must meet requirement<sup>3</sup></p>	N/A	N/A	

### EVALUATION:

**Note:** As per the criteria outlined under IB 26.2 (c) Appendix-I to Bidding Data Sheet for Specific Experience, "Design and Manufacturing" requirements are to be met by the bidder or its proposed Specialized Sub-Contractor. Additionally, for the "Construction, Supply, Installation, and Commissioning" requirements the Procurement Committee referred to the pre-bid meeting queries, wherein a bidder requested to shift the "installation and commissioning" requirements from the lead partner's scope to the bidder's authorized manufacturer's scope on the plea that it is a specialized Job and no local bidder had the capability to perform installation and commissioning other than the manufacturer.

PEDO agreed with the suggestion and accordingly removed installation and commissioning of the GIS equipment from the scope of the Lead Member without reassigning it explicitly to the Authorized Manufacturer or specialized subcontractor and neither specified who will be responsible for installation and commissioning, thus resulting in a critical gap in compliance requirements. Being a specialized nature job and in accordance with standard practices, the responsibility for supply, installation, testing, and commissioning, besides designing and manufacturing, also lies with the GIS equipment manufacturer, and the same was endorsed by the PEDO Advisor (O&M/E&M) considering



the qualitative/ technical aspect with a view that no bidder apart from the manufacturer had the technical ability to perform installation and commissioning of the specialized equipment's and then to integrate it with the SCADA system.

Furthermore, the Procurement committee also considered KPPRA rule 40 instructs the Employer to not introduce any condition that is considered to be met with difficulty, which states that:

*"Save as otherwise provided, no procuring entity shall introduce any condition, which discriminates between bidders or that is considered to be met with difficulty. In ascertaining the discriminatory or difficult nature of any condition reference shall be made to the ordinary practices of that trade, manufacturing, construction business or service to which that particular procurement is related"*

Based on the above, the Procurement Committee in its meeting held on 2<sup>nd</sup> July, 2025 (Annexure-VI) resolved to recommend that the requirement pertaining to "supply, installation, testing, and commissioning" be deemed as falling within the scope of the Authorized Manufacturer and/or the Bidder, whichever entity fulfills the requisite criteria, in the best interest of the project.

The Five (5) No's bids were opened and examined in accordance with Clause IB 2 and IB 26.2 (c), the detail of which is given below:

**1.1 BIDDER NO. 1: (CONSORTIUM) M/S CCCE ENGINEERING LTD (CHINA) [LEAD MEMBER], M/S JIANGSU ETERN CO. LTD (CHINA) [MEMBER], & M/S AL HUSSAIN TRADERS & ENGINEERS (PVT) LTD (PAKISTAN) [MEMBER]**

**IB 2.1 Eligible Bidder:**

- a) The firm "Al-Hussain Traders & Engineers (Pvt) Ltd" is registered with PEC in CA category.
- b) The Firm "Al-Hussain Traders & Engineers (Pvt) Ltd" is registered with FBR with Active Status. Also, the Firm is registered with KPRA with In-active Status. The firm's status must be active prior to the issuance of LOA if their bid becomes successful. Failure to do so shall lead to the rejection of their bid.
- c) In case of lowest evaluated responsive bidder, the foreign firms "M/s CCCE Engineering Ltd" and "M/s Jiangsu ETERN Co. Ltd" shall produce registration with PEC (in FC-1 category), FBR, & KPRA.

**IB. 9.1(g) JV Agreement:**

The bidder has provided a consortium agreement, whereas as per bidding data sheet IB 9.1 (g), a JV agreement was required based on PEC format. In case of lowest evaluated responsive bidder, a JV agreement as per PEC format may be produced before issuance of LOA.

**IB. 15 Bid Security:**

The bidder has quoted the bid security amount of \$ 500,000/- (USD Five Hundred Thousand Only) in the form of Bid Security. Since the bidding procedure is "Single Stage Two Envelope", the revealing of the Bid security amount deviates from rule 20(2) of Khyber Pakhtunkhwa Public Procurement Rules 2014.

The Letter of Technical Bid, included as part of the technical proposal, specifies under serial number 3 that the bid security is to be provided in the amount in Rupees. The bidder may have conceived to state the amount of bid security along with the undertaking under IB 15. Furthermore, only the financial bids of technically qualified bidders will be opened, with the bidder having lowest evaluated bid price being declared successful. After thorough deliberation, the procurement committee has concluded that the amount of bid security doesn't have a material effect in the determination of the relative ranking of bidders, therefore it constitutes a minor non-conformity under IB 24.5.

#### **IB 26 Detail Evaluation of the Bidder:**

##### **1.1 Financial Capabilities:**

The lead member's working capital for the year 2022-23, equivalent to PKR 7,325.8 Million, net of the firm's other contractual commitment(s), has been taken into consideration against the requirement of "other financial means" in-order to meet the "Must meet 40% of the requirement" for the lead member and the overall PKR 600 Million threshold.

##### **1.2 Average Annual Turnover (AAT):**

- The bidder M/s CCCE Engineering Ltd has Average Annual Turnover of PKR 6,721.62 Million\* for the last five years; complying with the "Must meet 40% of the requirement" for the lead member and overall PKR 1,000 Million requirement.
- The bidder M/s Jiangsu ETERN Co. Ltd (member) has Average Annual Turnover of PKR 21,718.46 Million\* for the last five years; complying with the "Must meet 25% of the requirement".
- The bidder M/s Al Hussain Traders & Engineers has Average Annual Turnover of PKR 463.02 Million for the last five years; complying with the "Must meet 25% of the requirement".

\* Calculated based on conversion rates from foreign currency to PKR in the respective years.  
(Refer Annexure-I)

The bidder has quoted a total of 19 Nos projects in the technical proposal, from which the procurement committee selected the best projects for both Specific and general experience.

##### **2.1 Specific Experience:**

Against the requirement of one Specific project, the following project has been considered for evaluation.

- a) The bidder has provided completion certificates for the project titled "Design, Manufacture, Supply, Installation, Testing, and Commissioning of 7 Nos 132/33 kV GIS Substations" at multiple locations, executed under the Power System Expansion and Efficiency Improvement Investment Program (Tranche-2).

The project, completed by a consortium comprising CCCE-ETERN-GXED, has a total worth of USD 72,971,947 + BDT 71,166,857 (= PKR 11,850.7 Million at conversion rate of 1 USD = 160.554 PKR & 1 BDT = 1.8933 PKR dated 20<sup>th</sup> January 2021 i.e Contract completion date). M/s CCCE, in response to clarifications sought vide email dated 17



December 2024, intimated that the firm held a 100% financial share for the overall project, making it eligible for consideration. (Refer Annexure-VII).

- b) The Authorized Manufacturer "Chint Electric Co Ltd" has completed a supply Contract of 252 kV GIS and Auxiliary Equipment for Cambodian Tatay Hydropower Station Project in 2014; indicating manufacturer's experience of minimum 10 years. A performance certificate for the project is provided dated August 2022. The project was operationalized in July 2014, which shows track record of success in the field since 2019.

The Project Consultants confirmed that the bidder's technical proposal aligns with the requirement of the Schedule A to Bid - Specific Works Data / Technical Provision.

## 2.2 General Experience:

Against the requirement of two general electrical projects, the following projects have been considered for evaluation.

S.No.	Project Name	Client	Completed by	Completion Year	Completion / Substantial Completion Certificate (Yes / No)
1	AIS: 132 kV Tando Ghulam Ali G/S, 132 kV Digri G/S, 132 kV Tando Jan Muhammad G/S along with T/Lines	HESCO, Pakistan	CCCE	June 2017	Yes
2	Procurement of Plant, Design, Supply, Installation, Testing and Commissioning of 1 No. New 132 kV AIS Grid Station at Chunawala (Turnkey Basis)	MEPCO, Pakistan	CCCE	July 2017	Yes

**Result:** Based on the above, the technical proposal of Bidder No. 1 "(Consortium) M/s CCCE Engineering Ltd (China) [Lead Member], M/s Jiangsu ETERN Co. Ltd (China) [Member], & M/s Al Hussain Traders & Engineers (Pvt) Ltd (Pakistan) [Member]" has been evaluated as **QUALIFIED**.

## 1.2 BIDDER NO. 2: M/S GHULAM RASOOL AND COMPANY (PVT) LTD

### IB 2.1 Eligible Bidder:

- a) The bidder is registered with PEC in CA category.
- b) The bidder has not provided FBR and KPRA registration copies in the technical bid. However, as per online verification, the bidder is registered with FBR and KPRA with Active Status.

### IB. 15 Bid Security:

The bidder has quoted the bid security amount of **PKR 30,000,000/-** (PKR Thirty Million Only) in the Bid Security Undertaking. Since the bidding procedure is "Single Stage Two Envelope", the revealing of the Bid security amount deviates from rule 20(2) of Khyber Pakhtunkhwa Public Procurement Rules 2014.

The Letter of Technical Bid, included as part of the technical proposal, specifies under serial number 3 that the bid security is to be provided in the amount in Rupees. The bidder may have conceived to



state the amount of bid security along with the undertaking under IB 15. Furthermore, only the financial bids of technically qualified bidders will be opened, with the bidder having lowest evaluated bid price being declared successful. After thorough deliberation, the procurement committee has concluded that the amount of bid security doesn't have a material affect in the determination of the relative ranking of bidders, therefore it constitutes a minor non-conformity under IB 24.5.

## **IB 26 Detail Evaluation of the Bidder:**

### **1.1 Financial Capabilities:**

The bidder has provided 3 Nos credit line certificates amounting to PKR 3,445 Million, PKR 3,154 Million, and PKR 750 Million, issued in March 2024 (2 months prior to advertisement date i.e: 15<sup>th</sup> June 2024) and are not specific to the project (GIS RHPP). Clarification was sought vide email dated 17<sup>th</sup> December 2024 regarding the same. The letter of intent provided, against the clarification, issued by the respective bank dated 27<sup>th</sup> December 2024, is not be considered by the Procurement Committee (Refer **Annexure-VII**).

The bidder's working capital for the year 2022-23, equivalent to PKR 6,813.6 Million, net of the bidder's other contractual commitment amounting to PKR 984.2 Million, has been taken into consideration against the requirement of "*other financial means*" in order to meet the "*Must meet requirement*" of PKR 600 Million.

### **1.2 Average Annual Turnover (AAT):**

The bidder has Average Annual Turnover of PKR 9,381.02 Million for the last five years; exceeding the required threshold of PKR 1,000 Million.

The bidder has quoted a total of 9 Nos projects in the technical proposal, from which the procurement committee selected the best projects for both Specific and general experience

### **2.1 Specific Experience:**

Against the requirement of one Specific project, the following project has been considered for evaluation.

- a) **Project No. 1:** The bidder has provided a letter of recommendation for a project titled "*Construction of Headquarters of China Railway Qinghai-Tibet: GIS for Lhasa Linzhi section of the new Sichuan Tibet Railway*" completed by its authorized GIS manufacturer "Shandong Taikai High Voltage Switchgear Co Ltd". The contract price and completion certificate for the project were not provided. However, the letter of recommendation issued by China Railway Qinghai-Tibet Group Co. Ltd to Shandong Taikai High Voltage Switchgear Co Ltd shows the supply and installation of a 220 kV GIS dated June 28, 2021.

**Project No. 2:** The bidder has also provided an operation certificate for a project titled "*Huaneng Jiangsu Dafeng 300MW offshore Wind Power Project*" completed by its authorized GIS manufacturer "Shandong Taikai High Voltage Switchgear Co Ltd" dated December 2018.

Clarifications were sought from the bidder regarding the above projects, vide email dated 17<sup>th</sup> December 2024. The bidder, vide letter No. GRC/ISB/RHPP/24/02, dated 30.12.2024 (**Annexure-VII**) submitted supporting documents specifying the contract prices of Yuan 8.6 Million (= **PKR 210.30 Million @ 1 Yuan = 24.4537 PKR** as on issuance date of letter of recommendation June 28, 2021) and Yuan 4.2027 Million (= **PKR 84.9 Million @ 1**



Yuan = 20.2 PKR as on completion date December, 2018) for the above-mentioned projects, respectively.

The contract amount of either project is less than PKR 600 Million threshold for assessing Specific Experience and is not considered by the Procurement Committee, PEDO.

- b) The Authorized Manufacturer "Shandong Taikai" has completed Contract of 8 bays of 245 kV GIS and 11 bays of 145 kV GIS to 220/132 kV Shalamar (GIS) Substation Project dated 25 May 2012 indicating manufacturer's experience of minimum 10 years. Operation certificate for the above-mentioned project is provided dated May 2015.

Letter of recommendation provided for the project "GIS for Lhasa Linzhi section of the new Sichuan Tibet Railway" dated June 2021, which shows track record of success in the field since 2019.

## 2.2 General Experience:

Against the requirement of two general electrical projects, the following projects has been considered for evaluation.

Sr.No.	Project Name	Client	Completed by	Completion Year	Completion / Substantial Completion Certificate (Yes / No)
1	Design Procurement and Construction of 10.2 MW Jabori HPP	PEDO	GRC JV	August 2024	Yes (Based on 94% Completion)
2	Design Procurement and Construction of 84 MW Matiltan HPP	PEDO	CMC-GRC (JV)	In-progress	Yes (Based on 80% Completion)

Clarification was sought from the bidder regarding the above projects, vide letter No. 839-40/PEDO/PD(RHPP)/GIS dated 24/01/2025. The bidder, vide letter No. GRC/ISB/25/04, dated 25/01/2025 (**Annexure-VII**) submitted supporting documents specifying that the scope include E&M works as well.

**Result:** The procurement committee has reviewed the bidder's technical proposal and found that the Specialized Sub-contractor meets all essential requirements for Designing, Manufacturing, Supply, Installation, Testing, and Commissioning. While the cost of evaluated projects falls short of the PKR 600 million threshold, therefore the bidder M/s Ghulam Rasool and Company (Pvt) Ltd does not meet the requirements under IB 26.2 (c) - 2.1 Specific Experience threshold of Rs 600 Million or above Contract value project of Design, Manufactured, Constructed, supplied, installed and commissioned at-least one 132 KV and above Gas Insulated Substation/ Switchgear. The technical proposal of Bidder No. 2 "M/s Ghulam Rasool and Company (Pvt) Ltd" has been evaluated as **NOT QUALIFIED**.

## 1.3 BIDDER NO. 3: (JV) M/S NEW SADDAT BUILDERS (LEAD MEMBER), M/S HIPOT ENGINEERING SERVICES (PVT) LTD (JV MEMBER), M/S BK ELECTRICAL (PVT) LTD (JV MEMBER)

### IB 2.1 Eligible Bidder:

- a) M/s New Saddat Builders (Lead Member) is registered with PEC in C1 category. The firm is also registered with FBR and KPRA with Active status.



- b) M/s Hipot Engineering Services (Pvt) Ltd is registered with PEC in C3 category. The firm is also registered with FBR and KPRA with Active status.
- c) M/s BK Electrical (Pvt) Ltd is registered with PEC in the C-6 category and is also registered with both FBR and KPRA. While the firm's FBR status is Active, its KPRA status is **In-Active**. The firm's status must be active prior to the issuance of LOA if their bid becomes successful. Failure to do so shall lead to the rejection of their bids.

Since the lead member is in PEC category C-1, the JV is considered eligible for technical evaluation.

#### **IB. 9.1(g) JV Agreement:**

The JV agreement provided by the bidder is deficient in Schedule 2, 3, and 4 of PEC format. In case of lowest evaluated responsive bidder, a JV agreement as per PEC format may be produced before issuance of LOA.

#### **IB. 15 Bid Security:**

The bidder has quoted the bid security amount of **PKR 38,000,000/-** (PKR Thirty-Eight Million Only) in the Bid Security Undertaking. Since the bidding procedure is "Single Stage Two Envelope", the revealing of the Bid security amount deviates from rule 20(2) of Khyber Pakhtunkhwa Public Procurement Rules 2014.

The Letter of Technical Bid, included as part of the technical proposal, specifies under serial number 3 that the bid security is to be provided in the amount in Rupees. The bidder may have conceived to state the amount of bid security along with the undertaking under IB 15. Furthermore, only the financial bids of technically qualified bidders will be opened, with the bidder having lowest evaluated bid price being declared successful. After thorough deliberation, the procurement committee has concluded that the amount of bid security doesn't have a material affect in the determination of the relative ranking of bidders, therefore it constitutes a minor non-conformity under IB 24.5.

#### **IB 26 Detail Evaluation of the Bidder:**

##### **1.1 Financial Capabilities:**

The lead member of the JV has provided a Bank credit line certificate, amounting to PKR 1,000 Million, complying with the *"Must meet 40% of the requirement"* for the lead member and the overall PKR 600 Million threshold .

##### **1.2 Average Annual Turnover (AAT):**

- The firm M/s New Saddat Builders (Lead Member) has Average Annual Turnover of PKR 1,239.44 Million for the last five years; complying with the *"Must meet 40% of the requirement"* for the lead member and the overall PKR 1,000 Million requirement. The firm has a working capital of PKR 612.76 Million for the FY 2022-23.
- The bidder has not provided Audited Financial statements for M/s Hipot Engineering Services (Pvt) Ltd & M/s BK Electrical (Pvt) Ltd, since as design partners, they are exempted from the compliance of "must meet" 25% of the AAT requirement.

The bidder has quoted a total of 13 Nos projects in the technical proposal, from which the procurement committee selected the best projects for both Specific and general experience.



## 2.1 Specific Experience:

Against the requirement of one Specific project, the following project has been considered for evaluation.

- a) The bidder has submitted completion certificate for the project titled "Survey, Design, Manufacturing, Supply, Construction, Installation, Erection, testing, Commissioning, Energizing and Handing over on turnkey Basis for Transmission Package (TP-1000)" completed by its authorized manufacturer "Seimens", which include 3 Nos GIS substations and other associated works with completion date for "One 220 kV GIS" of 08 February, 2020 and "Two 132kV GIS" of 21<sup>st</sup> November, 2019. According to form B-12(a) the total worth of project is 136,464,466 USD (= PKR 21,192.39 Million @ 1 USD = PKR 155.296, dated 21<sup>st</sup> November 2019)

Clarification was sought vide email dated 17 December 2024, regarding the breakdown of the cost for GIS substations and other works. The bidder, Vide clarification letter dated 18.12.2024, confirms/ certifies that the value of 132 KV GIS is Rs 855.284 Million. (Annexure-VII).

- b) The Authorized Manufacturers "Seimens" has provided a reference list of GIS projects since 2011; indicating manufacturer's experience of minimum 10 years. Also, a successful completion & operation certificate for the above-mentioned specific project (TP-1000 K-Electric) is provided dated March 2022, which shows track record of success in the field since 2019.

The Project Consultants confirmed that the bidder's technical proposal aligns with the requirement of the Schedule A to Bid - Specific Works Data / Technical Provision.

## 2.2 General Experience:

Against the requirement of two general electrical projects, the following projects have been considered for evaluation.

Sr.No.	Project Name	Client	Completed by	Completion Year	Completion / Substantial Completion Certificate (Yes / No)
1	Construction of CHB,E/E/F Foundation, Switchyard Fencing, T/F Bay, Internal Electrification, Sanitary etc.	PESCO	M/s New Saddat Builders	2020	Yes
2	CT, PT and Ancillary Equipment	SINOTEC Co. Ltd	M/s New Saddat Builders	2021	Yes

**Result:** The procurement committee has reviewed the bidder's technical proposal and found that the Specialized Sub-contractor meets all essential requirements for Designing, Manufacturing, Supply, Installation, Testing, and Commissioning. The specialized sub-contractor exhibited experience, and it appears to meet the project technical requirements. The technical proposal of Bidder No. 3 "(JV) M/s New Saddat Builders (Lead Member), M/s Hipot Engineering Services (Pvt) Ltd (JV Member), M/s BK Electrical (Pvt) Ltd (JV Member)" has been evaluated as **QUALIFIED**.

#### 1.4 BIDDER NO. 4: M/S AAJSONS (PVT) LTD

##### IB 2.1 Eligible Bidder:

- a) The bidder is registered with PEC in CA category.
- b) The bidder is also registered with FBR and KPRA with Active status.

##### IB 26 Detail Evaluation of the Bidder:

###### 1.1 Financial Capabilities:

The bidder has provided 2 Nos Bank credit line certificates amounting to PKR 750 Million & PKR 415 Million respectively, complying with the "Must meet requirement" of PKR 600 Million.

###### 1.2 Average Annual Turnover (AAT):

The bidder has Average Annual Turnover of PKR 8,577.11 Million for the last five years; exceeding the required threshold of PKR 1,000 Million.

The bidder has quoted a total of 9 Nos projects in the technical proposal, from which the procurement committee selected the best projects for both Specific and general experience

###### 2.1 Specific Experience:

Against the requirement of one Specific project, the following project has been considered for evaluation.

- a) The bidder has provided a contract agreement (which consists of title page, last page, and Page-8) between the contractor and manufacturer for a project "Pakistan Lucky Cement Plant 550 kV GIS" executed by its authorized GIS manufacturer "Xian XD Switchgear Electric Co Ltd". The project's worth, as per the translation of the contract data, is Yuan 39.9 Million (= PKR 985.5 Million at conversion rate 1 Yuan = 24.7 PKR for February 2021); exceeding the threshold PKR 600 Million requirement.

A letter of thanks is provided by bidder issued by the Contractor of Pakistan Lucky Cement, mentioning only the workplace i.e: Lucky Pakistan. However, there is no completion certificate attached for the project for validation of experience. Clarification was sought from the bidder regarding the project vide email dated 17 December 2024 (**Annexure-VII**). In reply, the bidder failed to provide the Completion Certificate as being mandatory for considering the quoted project.

The Procurement Committee **does not consider** the quoted project against the **Specific Experience** requirement due to **non-submission of the Completion Certificate**, even after clarification.

- b) The authorized manufacturer "Xian XD Switchgear Electric Co Ltd" has provided a reference list of GIS projects from 2003 to 2021; indicating manufacturer's experience of minimum 10 years. The Procurement Committee also considered the reference list as evidence of the manufacturer's track record of success in the field since 2019.

The Project Consultants confirmed that the bidder's technical proposal aligns with the requirement of the Schedule-A to Bid - Specific Works Data / Technical Provision.



**2.2 General Experience:**

Against the requirement of two general electrical projects, the following projects have been considered for evaluation.

S.No.	Project Name	Client	Completed by	Completion Year	Completion / Substantial Completion Certificate (Yes / No)
1	Improvement of T/D line in W&P Division Shigar (Transmission Line Aliabad Churka to Hyderabad Baha)	W&P Division, Shigar Gilgit Baltistan	AAJSONS (Pvt) Ltd	June 2019	Yes
2	Construction of 02 MW Hydropower Project at Thalley Ph-III.	W&P Division, Ghanche Gilgit Baltistan	AAJSONS (Pvt) Ltd	June 2018	Yes

**Result:** Based on the No Completion certificate for the quoted GIS project which was mandatory for considering the project under Specific Experience 2.1, the technical proposal of Bidder No. 4 "M/s AAJSONS (Pvt) Ltd" has been evaluated as **NOT-QUALIFIED**.

**1.5 BIDDER NO. 5: (JV) M/S ASIA PACIFIC POWER-TECH. CO. LTD (LEAD MEMBER) & M/S MUSHTAQ ALI CONTRACTOR**

**IB 2.1 Eligible Bidder:**

- The firm "M/s Mushtaq Ali Contractor" is registered with PEC in CA category.
- The Firm "M/s Mushtaq Ali Contractor" is registered with FBR and KPRA with Active Status.
- In case of lowest evaluated responsive bidder, the foreign firm "M/s Asia Pacific Power-Tech. Co. Ltd" shall produce registration with PEC (in FC-1 category), FBR, & KPRA.

**IB. 9.1(g) JV Agreement:**

The JV agreement provided by the bidder is deficient in Schedule 2, 3, and 4 of PEC format. In case of lowest evaluated responsive bidder, a JV agreement as per PEC format may be produced before issuance of LOA.

**IB 26 Detail Evaluation of the Bidder:**

**1.1 Financial Capabilities:**

The JV member "M/s Mushtaq Ali Contractor" has provided a Bank credit line certificate, amounting to PKR 500 Million against the requirement of PKR 600 Million.

As per the technical proposal of the bidder, the lead firm i.e: "M/s Asia Pacific Power-Tech. Co. Ltd" contractual commitments, amounting to PKR 1,457.8 Million, exceeds the firm's working capital (equivalent to PKR 549.35 Million) for the FY 2023. Hence, the threshold amount of PKR 600 Million and the "Must meet 40% of the requirement" for the lead member is not met.

**1.2 Average Annual Turnover (AAT):**



- The firm "M/s Asia Pacific Power-Tech. Co. Ltd" has AAT of PKR 1,438.17 Million\* for the last five years; complying with the PKR 1,000 Million requirement and the "Must meet 40% of the requirement" for the lead member.
- The firm "M/s Mushtaq Ali Contractor" has submitted Audited Financial reports from FY 2019-20 till FY 2023-24, as against the Bidding documents requirement of provision of Audited financial reports from FY 2018-19 till FY 2022-23. The FY 2023-24 Audit statement has been evaluated. The firm has Average Annual Turnover of PKR 388.27 Million for the last five years; complying with the "Must meet 25% of the requirement".

\* Calculated based on conversion rates from foreign currency to PKR in the respective years.

The bidder has quoted a total of 8 Nos projects in the technical proposal, from which the procurement committee selected the best projects for both Specific and general experience

## 2.1 Specific Experience:

Against the requirement of one Specific project, the following projects has been considered for evaluation.

- a) **Project No.1:** The bidder has provided a Taking-over certificate of "44MW Super Madi Hydropower Project" issued to M/s Asia Pacific Power-Tech Co. Ltd. on 13<sup>th</sup> July 2023. As per Form-B12(a) the cost of GIS Substation is USD 2,012,200 (= PKR 573.5 Million at a conversion rate of 1 USD = 285 PKR for June 2023), which is less than the minimum threshold of PKR 600 Million.

**Project No. 2:** The bidder has also provided a contract agreement for the project titled "Mathillo Mailun Hydropower Project (132 kV GIS Combination Unit, 1 No. Bay)" and a taken-over certificate (for a whole E&M contract that includes GIS unit). The project is executed by "M/s Asia Pacific Power Tech Co. Ltd", however, designed, manufactured, and supplied by its specialized subcontractor "Shandong Taikai High Voltage Switchgear Co. Ltd".

Clarification was sought from the bidder regarding the amount of GIS unit of the project vide email dated 17 December 2024 (Annexure-VII). In response, the bidder submitted a contract agreement (between Employer and Contractor), reflecting at Sr. 6, the GIS unit amount of USD 330,100 (= PKR 92.43 Million at conversion rate of 1 USD = 280 PKR as on Completion date of February 2024).

The Procurement Committee doesn't considers the projects as the contract amount of either project is less than the **required PKR 600 Million** threshold for assessing Specific Experience .

- b) The bidder has not provided the completed projects list (Track Record) of its Authorized Manufacturer "Shandong Taikai". However, the mentioned firm is also authorized with Bidder M/s GRC, wherein record of a contract of "8 bays of 245kV GIS and 11 bays of 145kV GIS to 220/132 kV Shalamar (GIS) Substation Project" is provided dated 25 May 2012 indicating manufacturer's experience of minimum 10 years. Operation certificate for the above-mentioned project is provided dated May 2015.

## 2.2 General Experience:

Against the requirement of two general electrical projects, the following projects has been considered for evaluation.

S.No.	Project Name	Client	Completed by	Completion Year	Completion / Substantial Completion Certificate (Yes / No)
1	Mathillo Mailun Hydropower Project (18MW / 132kV Main Transformer)	Mathillo Mailun Khola Jalvidhyut Limited	M/s Asia-Pacific Power Tech. Co Ltd	June 2020	Yes (Taking Over Certificate)
2	95.76 MW Huanza HPP, Peru.	Consortio Energetico de Huancavelia	M/s Asia-Pacific Power Tech. Co Ltd	January 2016	Yes

**Result:** The cost of evaluated projects falls short of the PKR 600 million threshold and the credit line is also short of PKR 600 Million. The technical proposal of Bidder No. 5 “(JV) M/s Asia Pacific Power-Tech. Co. Ltd (Lead member) & M/s Mushtaq Ali Contractor” was considered as **NOT-QUALIFIED** and the bidder has already withdrawn the bid.

## 11.SUMMARY OF TECHNICAL EVALUATION:

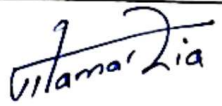





Sr.No.	Name of Firm / Bidder / JV	Status (Qualified / Not Qualified)
1	M/s CCCE Engineering Ltd (China) [Lead Member]	Qualified
	M/s Jiangsu ETERN Co. Ltd (China) [Member]	
	M/s Al Hussain Traders & Engineers (Pvt) Ltd (Pakistan) [Member]	
2	M/s Ghulam Rasool & Company Pvt Ltd	Not-Qualified
3	M/s New Saddat Builders (Lead Member)	Qualified
	M/s Hipot Engineering Services (Pvt) Ltd (JV Member)	
	M/s BK Electrical (Pvt) Ltd (JV Member)	
4	M/s AAJSONS Pvt Ltd	Not-Qualified
5	M/s Asia Pacific Power-Tech. Co. Ltd (Lead member)	Not-Qualified
	M/s Mushtaq Ali Contractor (JV member)	

## 12.RECOMMENDATION OF THE PROCUREMENT COMMITTEE

The Procurement committee unanimously recommends to the Executive Committee of PEDO to approve the Technical Evaluation Report for the “Design, Manufacture, Supply, Installation, Testing & Commissioning of 132 kV Gas Insulated Switchgear (GIS) and Associated Works at 17 MW Ranolia Hydropower Project” and further allow the Procurement Committee of PEDO to open the financial proposals of the **Qualified Bidders**.



**MEMBERS OF THE PROCUREMENT COMMITTEE, PEDO**

1.	Engr. Qamar Zia Project Director (RHPP), PEDO (Chairman)	
2.	Engr. Amin Khalil Advisor (E&M)/O&M, PEDO (Co-Opted Member)	
3.	Ubaid Ur Rehman, Deputy Director (Finance), Representative from (Finance), PEDO (Member)	
4.	Muhammad Shoaib, Deputy Director (Geology), PEDO Representative of Planning & Development PEDO (Member)	
5.	Engr. Yaser Farman Assistant Director P&C, PEDO Representative from (P&C), PEDO (Member)	
6.	Engr. Aziz Ul Hakeem Team Leader/ Project Manager, Consultant RHPP (Member)	



**DESIGN, MANUFACTURE, SUPPLY, INSTALLATION, TESTING & COMMISSIONING OF 132 KV GAS INSULATED SWITCHGEAR (GIS) AND ASSOCIATED WORKS AT 17 MW RANOLIA HYDROPOWER PROJECT**

**EVALUATION SUMMARY**

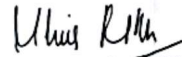
Sr. No.	Name of Firms / Bidders (JV)		1	2		3		4	6	7	8	9	Status	Remarks	
			PEC Category C1 or above (Local Bidder) and FC-1 (Foreign Bidder)	FBR (Active Tax Payer List)		KPRA (Active Tax Payer List)		Undertaking of Bid Security (YES / NO)	Financial Capabilities (YES / NO)	Average Annual Turnover (AAT) (YES / NO)	Specific Experience (YES / NO)	General Experience (YES / NO)			
			Registration	Status	Registration	Status	Refer IB.2.1(x)(i)	Refer IB.2.1(x)(ii)	Refer IB.2.1(x)(i)	Refer IB.2.1(x)(ii)	Refer IB.2.1(x)(i)	Refer IB.2.1(x)(ii)			Refer IB.2.1(x)(i)
			Refer IB.2.1(x)(i)	Refer IB.2.1(x)(ii)		Refer IB.2.1(x)(i)		Refer IB.2.1(x)(ii)	IB.2.1 (c) - Appendix-1 to Bidding Data Sheet						
1	CCCE (China)	Consortium	-	-	-	-	-	YES	YES	YES	YES	YES	Qualified	(i) The bidder has provided a consortium agreement, whereas as per bidding data sheet IB 9.1 (g), a JV agreement was required based on PEC format. Hence of lowest evaluated responsive bidder, a JV agreement as per PEC format may be produced before issuance of LOA. (ii) In case of lowest evaluated responsive bidder, the foreign firm "M/s CCCE Engineering Ltd" and "M/s Jiangsu ETERN Co. Ltd" shall produce registration with PEC (in FC-1 category), FBR, & KPRA. (iii) The firm Al-Hussain is registered with KPRA with In-active Status. The firm's status must be active prior to the issuance of LOA if their bid becomes successful. Failure to do so shall lead to the rejection of their bids. (iv) The procurement committee has reviewed the bidder's technical proposal and has been evaluated as QUALIFIED	
	ETERN (China)		-	-	-	-	-								
	Al-Hussain (Pakistan)		CA	Registered	Active	Registered	In-Active								
2	M/s Ghulam Rasool & Company Pvt Ltd		CA	Registered	Active	Registered	Active	YES	YES	YES	No	YES	Not-Qualified	(i) The bidder has not provided FBR and KPRA registration copies in the technical bid. However, as per online verification, the bidder is registered with FBR and KPRA with Active Status. (ii) The procurement committee has reviewed the bidder's technical proposal and found that the evaluated project quoted against specific experience falls short of the PKR 600 million threshold as required under Specific Experience 2.1 of the bidding documents. The bidder's technical proposal is considered as NOT-QUALIFIED	
3	M/s New Suddat Builders	JV	C1	Registered	Active	Registered	Active	YES	YES	YES	YES	YES	Qualified	(i) M/s BK electrical Pvt Ltd status with KPRA is In-Active. The firm's status must be active prior to the issuance of LOA if their bid becomes successful. Failure to do so shall lead to the rejection of their bids. (ii) The procurement committee has reviewed the bidder's technical proposal and found that the Specialized Sub-contractor meets all essential requirements for Designing, Manufacturing, Supply, Installation, Testing, and Commissioning. The bidder's technical proposal is considered as QUALIFIED	
	M/s Hupat Engineering Services PVT Ltd		C3	Registered	Active	Registered	Active								
	M/s BK Electrical PVT Ltd		C6	Registered	Active	Registered	In-Active								
4	M/s AARONS PVT Ltd		CA	Registered	Active	Registered	Active	YES	YES	YES	NO	YES	Not-Qualified	There is no completion certificate attached for the quoted project which was mandatory for evaluation consideration of the project under specific experience 2.1 and furthermore, the bidder also fails to provide the completion certificate during clarification. The Procurement Committee considered the bidder's technical proposal as NOT-QUALIFIED	
5	JV of M/s Auto-pacific Power Tech Co.	JV	-	-	-	-	-	YES	NO	YES	NO	YES	Not-Qualified	(i) The procurement committee has reviewed the bidder's technical proposal and found that the evaluated projects under specific experience 2.1, falls short of the PKR 600 million threshold and moreover, the credit line also fall short of RS 600 Million. The bidder's technical proposal is considered as NOT-QUALIFIED. The bidder had withdrawn their bid by not extending bid validity too.	
	M/s Mubtaz Ali contractor		CA	Registered	Active	Registered	Active								

**RECOMMENDATIONS OF THE PROCUREMENT COMMITTEE:**

The Procurement committee unanimously recommends to the Executive Committee of PEDO to approve the Technical Evaluation Report for the "Design, Manufacture, Supply, Installation, Testing & Commissioning of 132 kV Gas Insulated Switchgear (GIS) and Associated Works at 17 MW Ranolia Hydropower Project" and allow the Procurement Committee, PEDO to open the financial proposals of the Qualified bidders.

  
Representative from P&C PEDO  
(Committee Member)


  
Representative from P&D PEDO  
(Committee Member)

  
Representative from Finance PEDO  
(Committee Member)

  
Advisor (E&M) O&M PEDO  
(Co-Opted Member)

  
Team Leader, RHPP Consultants  
(Committee Member)



  
Project Director (RHPP)  
(Committee Chairman)